



[最高2000万円] Senior Account Executive – ITOM / ADM Analytics [Exclusive job](#)

Close deals. Lead the IT revolution.

Job Information

Recruiter

[Cornerstone Recruitment Japan K.K.](#)

Job ID

1580140

Division

IT

Industry

Software

Company Type

Large Company (more than 300 employees) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

7 million yen ~ 20 million yen

Refreshed

May 8th, 2026 01:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

We are looking for a Senior Account Executive to drive sales in IT Operations Management (ITOM) and Application Development & Management (ADM) analytics. This role focuses on helping organizations leverage cloud, AI, and business technology solutions to improve efficiency, innovation, and security.

Required Skills

Must-Have Qualifications:

- 5–7 years of B2B IT sales experience
- Experience selling software, services, outsourcing, or consulting solutions
- Knowledge of DevOps sales, including application lifecycle management, functional test automation, performance testing, DevOps, and mobility testing
- Japanese native with business-level English

Additional Information:

The role focuses on engaging enterprise clients, driving software and service adoption, and delivering strategic business value through technology solutions.

Company Description